ITT XTRA/286

SALES TRAINING SEMINAR

AUDIO-VISUAL SCRIPT

ITT Information Systems, Inc.

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Background on this production

This is the script for a live presentation to the ITT sales force, introducing them to the features and benefits of ITT's new AT-clone, the XTRA/286.

The visuals are slides, to be produced on a GeniGraphics system.

This script describes the visuals and the accompanying narration.

MODULE I: INTRODUCTION/PRODUCT OVERVIEW

OBJECTIVES: Upon completion of this module, the salesperson will be able to:

* understand the XTRA 286 in general terms

* define the XTRA 286's positioning in the marketplace.

VISUAL/SLIDE	AUDIO/NARRATION
INTRODUCTION. A product shot (photograph) of the ITT XTRA/286, with corresponding graphic titles.	INTRODUCTION. Introducing the ITT XTRA/286, ITT's low cost, high performance answer to the IBM AT.
THE PC MARKETPLACE. A graphic depiction of a number of identical-looking PC's, all crowded together "shoulder-to-shoulder" in a circle in a tight area labelled "The PC Marketplace." A distinctively different (colorized differently), bigger, stronger-looking PC (the ITT XTRA/286) with eyes superimposed on its monitor, is looking for a place in the crowded circle of PC's., which could be named after their manufacturers, i.e. Leading Edge, Tandy, Epson, IBM, NCR, Compaq, Kay-Pro, etc.	THE PC MARKETPLACE. Now, some people might say there's no room for another computer. Why would ITT introduce yet another computer into the already crowded marketplace for personal computers?

VISUAL/SLIDE	AUDIO/NARRATION
ROOM AT THE TOP Similar to preceeding graphic. Except that the ITT XTRA/286 has worked its way to a dominant position in the "PC marketplace," perhaps by gaining the central position (with all the other computers staring at the ITT XTRA/286 with envious eyes on their monitors), or by simply being larger and stronger (perhaps with big muscled arms coming off its sides). In any case, the majorconcept is this: the ITT XTRA/286 has taken over the dominant position in the marketplace, and the other computers are scattered in disarray, confused, and wondering what the hell happened to them.	ROOM AT THE TOP At ITT, we say there is always "room at the top." So, we've developed a more powerful, yet less expensive computer that other manufacturers -- and your customers -- can't afford to ignore.
ITT PRODUCT LINE A photograph or a graphic slide of the four personal computer systems in the ITT family of PC's lined up side-by-side in a row, i.e.: (1) XTRA (2) XTRA XP (3) ITT XTRA/286 and (4) XTRA XL. Include the names of each PC associated with the model. (Consider spelling out the name of the ITT XTRA/286 in a different color to draw some attention to it.) [This slide is an "establishing shot" for the following sequence, so a similar graphic style should be maintained throughout the following images.]	ITT PRODUCT LINE To appreciate ths latest addition to ITT's family of personal computers, let's take a brief look at the ITT product line and see where the ITT XTRA/286 fits in. Let's also take a look at where each member of the ITT personal computer family is positioned in the marketplace.
THE IBM PC. A photograph of an IBM PC with a floppy diskette featured prominently. (OR: A graphic representation of	THE IBM PC. First, though, we have to look at the IBM PC. When IBM came out with its PC, they only offered customers limited storage capacity

VISUAL/SLIDE	AUDIO/NARRATION
the IBM PC, with a floppy diskette disporportionally featured. Almost caricatured.)	with a floppy disk drive. People had no choice in the matter.
THE ITT XTRA. Similar to the preceeding image in style: A photograph (or graphic image) of the XTRA, (ideally) featuring a hard drive in the foreground. In the shadowed background (and off to the side) is the IBM PC we saw in the previous slide, 75% obscured by the larger XTRA.) [This visual style -- i.e. of placing the ITT computer in a colorful, brightly light setting front and center while the IBM PC sits in a shadowed background, almost virtually covered up by the ITT product -- should be the visual leitmotif throughout the remainder of the IBM-replaced-by-ITT comparison shots in this module.]	THE ITT XTRA. Always determined to give the customer something extra, ITT came out with the XTRA, a PC which offered both a floppy disk drive and a hard disk for greater flexibility and choice.
THE IBM PC XT Photograph or graphic slide of the IBM XT, featuring the addition of a hard drive.	THE IBM PC XT When IBM copied our lead and came out with the PC XT to give their customers a hard disk option…

VISUAL/SLIDE	AUDIO/NARRATION
THE ITT XTRA XP Photograph or graphic slide of the XTRA XP, stressing its faster, 16-bit processor, which is friendly to (i.e. compatible with) all kinds of "IBM-targeted" software.	THE ITT XTRA XP ...we leapfrogged ahead with the XTRA XP Replacing the slow 8-bit 8088 chip we installed the 80286, a faster, more powerful 16-bit processor that is also compatible with the software written for the slower 8-bit chip in IBM's XT.
THE IBM AT Photograph or graphic image of the IBM AT.	THE IBM AT When IBM came to market with their IBM AT, we recognized that the marketplace was dividing into two distinct groups:
THE SINGLE USER [Stock image, from "Module I-2" page of "Selling the ITT XTRA XL."]	THE SINGLE USER ...the single user, who sits alone at his terminal and has access only to the files and programs in his own system...
THE MULTI-USER [Stock image, from page "Module I-2" of "Selling the ITT XTRA XL."]	THE MULTI-USER ...and the "multi-user," a power user who needs to increase productivity through access to the shared resources of a local area network.
THE IBM AT AS A MULTI-USER TOOL Photograph or graphic image of the IBM AT, connected to only three other terminals. (Or a close-up of the back-side of the IBM AT, featuring the three ports. Perhaps, a cartoon-balloon caption could emanate from the IBM AT, saying: "Sorry, only room for 3.")	THE IBM AT AS A MULTI-USER TOOL IBM designed its AT to be an "under-achiever" with only 3 ports to connect it to the vast electronic world outside its own shell.
THE ITT XTRA XL Photograph or graphic image of the XTRA XL, with an abundance of terminals (approaching 32) connected in a network.	THE ITT XTRA XL ITT, on the other hand, met the needs of the power users in the multi-user environment in a more satisfying way. We introduced the

VISUAL/SLIDE	AUDIO/NARRATION
[Space permitting, the central node computer could have a cartoon-balloon emanating from it, saying: "Is everybody happy?" And the others are connected to another cartoon balloon, saying, "Yes!"]	XTRA XL, a fast and powerful multi-tasking performer which uses XENIX to link up to 34 terminals in a network. This capability far surpasses the AT's maximum of linking only 3 users.
THE ITT XTRA/286 Photograph or graphic image of the ITT XTRA/286. Titles: Higher Performance Lower Cost	THE ITT XTRA/286 And now, to zero in on the needs of the sophisticated professionals in government service agencies and in medium-sized businesses, we're introducing the ITT XTRA/286: an 80286 engine that is a faster, more powerful performer than the AT, yet one that is priced considerably lower than anything the the major competition can offer.
ITT XTRA/286, MODEL I Photograph or graphic image of the ITT XTRA/286. Titles at the side list some of the major standard specifications: Titles: 80286 (IBM AT compatible) Keyboard switchable from 10Mhz to 8Mhz 640K RAM, expandable to 1.2MB 1.2MB high density floppy disk drive Enhanced Color Graphics Monitor 14" display screen, 640 x 350 lines Video Adapter Card, switchable to 4 different monitor modes 8 expansion slots 3 half-height disk drive slots Serial and parallel ports Real time clock	ITT XTRA/286, MODEL I ITT offers two versions of the XTRA/286. Model One, which offers more features as standard equipment than the competition sells as add-on options -- a real "Bid Winner" that can be customized to suit the contract specifications of government service agencies and other vertical markets -- and...
ITT XTRA/286, MODEL III Photograph or graphic image of ITT XTRA/286, Model III.	ITT XTRA/286, MODEL III ...Model Three, which adds a 30-mega-byte hard disk and disk

VISUAL/SLIDE	AUDIO/NARRATION
Titles: Adds: 30MB hard disk Hard disk controller	controller to the standard package. This is a package that should especially appeal to those power-using Fortune 500 buyers who prefer an "off-the-shelf" solution.
ENHANCED COLOR GRAPHICS MONITOR Photographic image (CLOSE UP) of the Enhanced Color Graphics Monitor's display, featuring a brilliant, color graphic on the screen. [This ought to be like a product beauty shot.]	ENHANCED COLOR GRAPHICS MONITOR Keep in mind that a major feature of ITT's marketing strategy for the XTRA/286 is our inclusion of the Enhanced Color Graphics Monitor as standard equipment. This high resolution monitor can display 16 colors out of a palette of 64 in 640 by 350 lines of resolution. Now, that's the kind of sharpness that'll knock your customers eyes out!
VIDEO ADAPTER CARD Similar to the preceeding slide, except that the monitor is no longer in CLOSE-UP. The monitor has receded into the background. The same graphic image appears on the display screen. In the foreground we show the video adaptor card.	VIDEO ADAPTER CARD Also included as standard equipment, both models feature a unique video adaptor card that allows the customer to use the ITT XTRA/286 in any of several display modes...
MONOCHROME MONITOR MODE Similar to the beauty shot above (ENHANCED COLOR GRAPHICS MONITOR) featuring the color graphics mode, except that now we show in CLOSE UP the monitor with a page of text displayed in monochrome mode.	MONOCHROME MONITOR MODE ...from the monochrome text mode...

VISUAL/SLIDE	AUDIO/NARRATION
ENHANCED COLOR GRAPHICS MONITOR Repeat shot of ENHANCED COLOR GRAPHICS MONITOR above. Photographic image (CLOSE UP) of the Enhanced Color Graphics Monitor's display, featuring a brilliant, color graphic on the screen. [This ought to be like a product beauty shot.]	ENHANCED COLOR GRAPHICS MONITOR ...through the new, high resolution, enhanced color graphics mode...
EXTERNAL SWITCH, CLOSE UP Photographic CLOSE-UP. A hand keying-in commands at the keyboard.	EXTERNAL SWITCH, CLOSE UP ...by simply keying-in the selected commands at the keyboard. That's a cost-efficient and time-saving feature which will provide a lot of flexibility and versatility for your customers.
LOW COST/HIGH PERFORMANCE Photograph or graphic image of the ITT XTRA/286 Titles: HIGHER PERFORMANCE LOWER COST	LOW COST/HIGH PERFORMANCE In comparison to the competition, when you consider the higher performance of the ITT XTRA/286 in relation to its lower cost,...
THE BEST DEAL Photograph or graphic image (following the visual style of the preceeding slide). A CLOSE-UP of the Enhanced Color Graphics Monitor displaying a poker hand of a royal flush in spades. Titles: HIGHER PERFORMANCE + LOWER COST = THE BEST DEAL IN TOWN	THE BEST DEAL ...you have to conclude that the ITT XTRA/286 gives customers the best deal anywhere. And that's where you'll make your sales: higher performance at a lower cost.

MODULE II: PRODUCT CONFIGURATION and OPTIONS

OBJECTIVES: Upon completion of this module, the salesperson will be able to:

* list the key features in the configurations of the ITT XTRA/286.

* distinguish between the configurations of Model I and Model III

* understand the unique positioning of the Enhanced Graphics Monitor (EGM) as standard equipment in both Model I and Model III.

* designate the options which can be added to the basic configurations.

VISUAL/SLIDE	AUDIO/NARRATION
OPENING TITLE Titles (large, as befits a show opening): PRODUCT CONFIGURATIONS and OPTIONS	OPENING TITLE Now, let's take a look at the configurations of the ITT XTRA/286. We'll discuss the configurations for both Model I and Model III, as well as the options you can add into the package.
ITT XTRA/286, Model I. [The Establishing Shot for the sequence.] Photograph (or graphic image) of the ITT XTRA/286, Model I. A beauty shot of the product. Title running at top throughout this sequence: ITT XTRA/286 MODEL I, Configuration [An alternate titling style would be to place the name of the incoming element in the upper portion of the slide, and then bring it into the body of the slide as a background title for the follwoing slides.] PRODUCTION NOTE ON THE VISUAL DESIGN STYLE SUGGESTED FOR PRESENTING THE INDIVIDUAL ELEMENTS IN THIS MODULE: Following a "cinematic style," we begin with this slide as the establishing shot. As we introduce a new item to the list, e.g. "640K Ram," we add the appropriate titles (words) to the establishing shot of the product, until, at the end of the sequence, we have listed all the elements (i.e. all the words) that comprise the product's configuration. Along the way, we will	ITT XTRA/286, Model I. [Establishing Shot.] First, the ITT XTRA/286, Model I. Targeted for the replacement buyers in government service agencies and medium sized businesses who want to customize the system to suit their particular needs…

VISUAL/SLIDE	AUDIO/NARRATION
"cutaway" to close-ups of the individual items, where possible and appropriate. This approach accepted, it is important, therefore, to plan ahead for the composition of the final slide, because we will be adding a lot of titles to our establishing shot. The overall attempt here is not to have that final slide look cluttered, of course; but to impress the viewers with how much they are getting for their money. One possible way to achieve this might be to use larger, differently colored typeface when we first add a new item to the establishing shot; and then to reduce the typeface size and the color to the smaller size and color of the cumulative list of elements, which recede into the background, but are always there as we add to our list.	
INTEL 80286 Add to establishing shot: Photograph or graphic image of the Intel 80286 chip together with the Model I. Title: Intel 80286	INTEL 80286 ...the Model I packages a great number of elements as standard equipment. The microprocessor that runs the show is the Intel 80286.
CLOSE UP OF THE 80286 Photograph or graphic image of the Intel 80286 chip, closer-up, superimposed over the Model I to show some sort of relationship.	CLOSE UP OF THE 80286 The 80286 is the same processor that forms the heart of the IBM AT.
10 MHz and 8 MHz Add to establshing shot (which now has the title "Intel 80286" associated with the Model I; printed in smaller typeface than	10 MHz and 8 MHz The ITT XTRA/286 is fast and flexible, so we've designed the system to run at the entire range of speeds between 10-Mega-Herz and

VISUAL/SLIDE	AUDIO/NARRATION
the new title now entering the shot and in a different than the title now entering the shot. E.g., if the background colors are red and 8-point type, then the new titles are blue and 14-point): Titles: Two speeds: 10 MHz and 8 MHz	6-Mega-Herz. This way we've increased speed and performance while also ensuring compatibility with older software that's been designed to run at the slower, more conservative speed of the AT.

VISUAL/SLIDE	AUDIO/NARRATION
640K RAM Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz")[and we will continue in that style throughout, if the approach is acceptable]: Titles: 640K RAM, expandable to 1.2 MB	640K RAM The standard ITT XTRA/286 Model I comes equipped with 640-Kilo-bytes of RAM, which is expandable on the main system board to 1.2-Mega-bytes.
1.2MB FLOPPY DISK DRIVE Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB"): Titles: 1.2MB FLOPPY DISK DRIVE and/or a Photograph or graphic image of the floppy disk drive with the same title.	1.2MB FLOPPY DISK DRIVE The standard storage device is a high density 1.2-Mega-bytes floppy disk drive. Besides processing high density diskettes, this flexible, high capacity drive also can be programmed to read and write 5-1/4" single-sided 160K/180K and double-sided 320K/360K diskettes.
ENHANCED GRAPHICS MONITOR (EGM) Photograph (MEDIUM SHOT) of the ENHANCED GRAPHICS MONITOR, with an interested graphic pattern on the display monitor. Titles: ENHANCED GRAPHICS MONITOR (EGM)	ENHANCED GRAPHICS MONITOR (EGM) A major feature included as standard equipment in the ITT XTRA/286 is ITT's high resolution, Enhanced Graphics Monitor (EGM).
CLOSE UP: ENHANCED GRAPHICS MONITOR (EGM) Photograph (Closer-up than preceeding shot) of a graphic image on the monitor. [Ideally, a different graphic image than the one in the preceeding shot, if possible. But it's not that significant for it to be different, as long as it's interesting and	CLOSE UP: ENHANCED GRAPHICS MONITOR (EGM) Using a high-contrast, non-glare, 14-inch display, at any one time this newly introduced monitor can display up to 16 colors out of a total palette of 64 colors .

VISUAL/SLIDE	AUDIO/NARRATION
colorful.] Titles: 14" display 16 colors 64 colors in palette.	
EGM RESOLUTION: 640 X 350 Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive"): The colorful graphic image we just saw in CLOSE-UP, and INSERT it in the monitor portion of the Model I. Titles: EGM Resolution: 640 X 350 lines OR: A photograph comparing similar images on the ITT EGM directly with the IBM Enhanced Color Display.	EGM RESOLUTION: 640 X 350 Operationally compatible with the IBM Enhanced Color Display, ITT's new EGM boasts a resolution of 640 lines by 350 lines in the enhanced graphics adapter mode. Now, that's sharpness which even the most detail-oriented graphic designers can appreciate!
ENHANCED GRAPHICS ADAPTER (EGA) Photograph of the EGA board (CLOSE UP) superimposed or somehow associated in the same frame with the ENHANCED GRAPHICS MONITOR. Titles: ENHANCED GRAPHICS ADAPTER (EGA) A Video Adaptor Board [This is not an establishing shot type of frame, so don't use all the words in this shot. Just the EGA and the EGM.]	ENHANCED GRAPHICS ADAPTER (EGA) To operate the EGM, you need the new Enhanced Graphics Adapter (EGA), a specially designed video adapter board which is (naturally) included as <u>standard</u> equipment with the ITT XTRA/286.
EGA Add to establishing shot above (which now has background titles	EGA With 256-Kilo-bytes of display RAM, the Enhanced Graphics

VISUAL/SLIDE	AUDIO/NARRATION
"Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor"):	Adapter provides all the processing power necessary to deliver smooth scrolling and panning over complex graphic screens.
Photograph or graphic image of the EGA (not in close-up anymore) with the Model I monitor showing the interesting, colorful graphic which has now become part of the establishing shot we are continually adding to...) Titles: EGA's 256K RAM delivers: Smooth Scrolling Smooth Panning	
EGA + EGM = HIGH RES GRAPHICS EITHER: use a simple word frame with the following titles: EGA + EGM = HIGH RESOLUTION COLOR GRAPHICS OR: repeat the shot of "ENHANCED GRAPHICS ADAPTER (EGA)" as background images and place the titles over the images.	EGA + EGM = HIGH RES GRAPHICS The Enhanced Graphics Adapter and the Enhanced Graphics Monitor are a powerful combination resulting in high resolution graphics for your customers.
EGA SUPPORTS SEVERAL MONITOR MODES Graphic image. The EGA board has lines branching off it to four graphic representations of monitors: the Enhanced Graphics Monitor; the Monochrome Display Monitor; the Hercules Graphics Monitor; and the Color Graphics Adapter. The monitor which we discuss in the narration will	EGA SUPPORTS SEVERAL MONITOR MODES Besides delivering sparkling, high resolution color to the EGM, the Enhanced Graphics Adapter also supports several other monitor modes -- all of which can be fully displayed on the Enhanced Graphics Monitor.

VISUAL/SLIDE	AUDIO/NARRATION
"glow" with a different color than the other three, as if it has been "switched-on" by the EGA. As we come on this shot, the Enhanced Graphics Monitor is "glowing" with a distinctively different color than the other three. Titles: [... the names of the monitors just described, located close to the monitors.]	

VISUAL/SLIDE	AUDIO/NARRATION
EGA SWITCH Photograph of a hand flicking the switch that changes monitor modes.	EGA SWITCH At the flick of a switch,...
MONOCHROME DISPLAY Graphic image of EGA and the four monitors. The monochrome monitor now "glows." (The EGM doesn't.) Titles: MONOCHROME DISPLAY 720 x 350 lines	MONOCHROME DISPLAY the EGA can be operated in a Monochrome Display mode to display text at 720 lines by 350 lines of resolution...
HERCULES MODE Graphic image of EGA and the four monitors. Only the HERCULES monitor now "glows." Titles: HERCULES GRAPHICS 720 x 350 lines	HERCULES MODE ...or the EGA can function in the Hercules Graphics mode to display graphics with the same amount of resolution...
COLOR GRAPHICS ADAPTER Graphic image of EGA and the four monitors. Only the COLOR GRAPHICS ADAPTER monitor now "glows." Titles: COLOR GRAPHICS ADAPTER 640 x 200 lines	COLOR GRAPHICS ADAPTER ...or the Enhanced Graphics Adapter can be switched to operate in the Color Graphics Adapter mode, and display color graphics in 16 colors at 640 by 200 lines of resolution.
EGA SERIAL and PARALLEL PORTS Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor"): A graphic image: A condensed version of the preceeding EGA + 4 monitors, and the titles:	EGA SERIAL and PARALLEL PORTS For added flexibility, the Enhanced Graphics Adapter comes in two models -- one with Serial and Parallel I/O ports, and one without. The ITT XTRA/286 gives these extra choices to the customer at no additional cost.

VISUAL/SLIDE	AUDIO/NARRATION
Enhanced Graphics Adapter (EGA)With or without: Serial and Parallel I/O Ports	
EXPANSION SLOTS Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor" and "Enhanced Graphics Adapter"): Photograph or graphic image: A CLOSE UP of the Expansion slots in the motherboard. and Titles: 8 EXPANSION SLOTS	EXPANSION SLOTS Also included as standard equipment on the Model I are 8 expansion slots. These six 16-bit slots and two 8-bit slots provide a healthy growth path for the customer.
KEYBOARD Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor" and "Enhanced Graphics Adapter" and "Expansion Slots"): Photograph or graphic image: the keyboard and Titles: KEYBOARD	KEYBOARD The ITT XTRA/286 comes complete with its own special keyboard. The 83-key detachable keyboard includes 10 function keys, 10 numeric keys, has L.E.D. indicators for CAPS LOCK and NUMBERS LOCK, and its height can be adjusted to suit the convenience of the user.
REAL-TIME CLOCK/CALENDAR Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor" and "Enhanced Graphics Adapter" and	REAL-TIME CLOCK/CALENDAR A Real-Time Clock and Calendar with a battery back-up offers an extra measure of convenience for those users who dislike responding the time/date questionnaire whenever they boot up their DOS operating system.

VISUAL/SLIDE	AUDIO/NARRATION
"Expansion Slots" and "Keyboard"): Graphic image: the REAL-TIME CLOCK/CALENDAR and Titles: REAL-TIME CLOCK/CALENDAR	
192-WATT WORLDWIDE POWER SUPPLY Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor" and "Enhanced Graphics Adapter" and "Expansion Slots" and "Keyboard" and "Real-Time Clock/Calendar"): Graphic image: a stylized symbol for a power supply. Lightning? Electrical transformers? An electrical outlet? and Titles: 192-Watt WORLDWIDE POWER SUPPLY	192-WATT WORLDWIDE POWER SUPPLY The entire system is powered by a 192-Watt worldwide power supply.
MODEL I CONFIGURATION, FINAL SHOT Add to establishing shot above (which now has background titles "Intel 80286" and "10 MHz and 8 MHz" and "640K RAM, expandable to 1.2MB" and "1.2MB High Density Floppy Disk Drive" and "Enhanced Graphics Monitor" and "Enhanced Graphics Adapter" and "Expansion Slots" and "Keyboard" and "Real-Time Clock/Calendar" and "192-Watt Worldwide Power Supply" and "Power Cord" and "User Manual")	MODEL I CONFIGURATION, FINAL SHOT So, that's what you get with Model I. (AD LIB SOME OF THE FEATURES ON THE LIST, OR READ THE FOLLOWING:) * "An 80286 processor switchable to 8- or 10-MegaHerz; * 640K Ram, expandable to 1.2-Mega-bytes; * a 1.2 Mega-bytes high density floppy disk drive; * a high resolution 14"

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	enhanced graphics monitor together with a switchable video adapter card that lets you display text or graphics in any of four modes! * and several other powerful features." At the price we're asking, we think this package ought to be a real "Bid Winner" with sophisticated users like government service agencies who need to customize their systems to suit their particular needs.

VISUAL/SLIDE	AUDIO/NARRATION
MODEL III CONFIGURATION A graphic condensation of the 'MODEL I CONFIGURATION, FINAL SHOT" and a photograph or graphic image of a 30 MB hard disk and controller,and Titles: MODEL III = MODEL I + 30MB HARD DISK with CONTROLLER	MODEL III CONFIGURATION As for Model III, you simply take everything in Model I's package and you add a 30-Mega-byte fixed disk and an industry-compatible hard disk controller, and you've got an "off-the-shelf" solution that should have great appeal to the experienced professional looking for high performance at a low cost.
WARRANTY, SERVICE, SUPPORT Titles: 90-DAY WARRANTY SERVICE AT AUTHORIZED DEALERS TECHNICAL SUPPORT: 800-NUMBER	WARRANTY, SERVICE, SUPPORT The XTRA/286 Model I and Model III are fully supported by a 90-day warranty, ITT'S extensive service network, and an 800-number for technical support.
OPTIONS Titles: OPTIONS FOR THE ITT XTRA/286	OPTIONS There are several ITT options which may be added to the ITT XTRA/286. Including...
XTRA XL KEYBOARD Photograph or graphic image The XTRA XL KEYBOARD and Titles: XTRA XL KEYBOARD	XTRA XL KEYBOARD ...the lockable XTRA XL keyboard,...
XL DOS 3.1 Titles: XL DOS 3.1 (for XENIX compatibility)	XL DOS 3.1 ...XL DOS 3.1, as the operating system, for those buyers who want to be able to run XENIX.....
...is added to a word list that now reads: OPTIONS FOR THE ITT XTRA/286XTRA XL KEYBOARD XL DOS 3.1	
360K FLOPPY DISK DRIVE Photograph or graphic image of a	360K FLOPPY DISK DRIVE ...a 360-Kilobyte floppy disk drive,

VISUAL/SLIDE	AUDIO/NARRATION
360K floppy disk drive, and Titles: 360K FLOPPY DISK DRIVE	which programs diskettes at 48 tracks per inch...
HARD DISK DRIVES Photograph or graphic image of hard disk drive(s), and Titles: HARD DISK DRIVES 10MB, 20MB, 30MB	HARD DISK DRIVES ...hard drives capable of storing 10-, 20-, or 30-Mega-bytes of data...(up to a system capacity of 60-Mega-bytes)...
STREAMING TAPE DRIVE Photograph or graphic image of a streaming tape drive, and Titles: STREAMING TAPE DRIVE	STREAMING TAPE DRIVE ...a 10-Mega-byte streaming tape back-up system...
2MB EXPANSION BOARD Photograph or graphic image of a 2MB EXPANSION BOARD, and Titles: 2MB EXPANSION BOARD	2MB EXPANSION BOARD ...a 2-Mega-byte expansion board...
12" MONITORS Photograph or graphic image of one of both of the 12" monitors, and Titles: 12" MONOCHROME MONITORS Amber or green	12" MONITORS ...and several different monitors, including the 12-inch amber or green monochrome monitors,...
14" MONITOR Photograph or graphic image of the 14" monitors, and Titles: 14" COLOR GRAPHICS ADAPTER MONITOR 640 X 200	14" MONITOR ...and the 14" color monitor, which has a resolution of 640 by 200 lines.
THIRD PARTY HARDWARE Randomly distributed titles of sample products: INTEL Above Board MicroSoft Mouse Hayes Smartmodem	THIRD PARTY HARDWARE In addition, ITT has also tested a wide range of third party hardware and found that the ITT XTRA/286 supports an extensive array of memory expansion cards, video adapter cards, monitors, network

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3-Com 3+ Novell NETWARE PC NET Samsung Monochrome MonitorWangTak Tape Drive Expansion Memory Half Card Genie Multi-Function Board IBM EGA Card NEC Multi-sync monitor 3270 SNA/BSC HW/SW Metheus Galaxy Tape Backup ...and others	servers, telecommunications devices, mouse systems, and tape storage systems.
OPERATING SYSTEM Random distribution of sample products: Titles: COMPATIBLE SOFTWARE SAMPLER:	OPERATING SYSTEM Both ITT XTRA/286 models use Microsoft's MS-DOS 3.1 operating system, which provides total compatibility with the best selling software in the industry.
Lotus 1-2-3 dBase II and dBase III Wordstar Word Perfect MultiMate Symphony Framework Display Writer pfs software Multiplan Turbo Pascal Sidekick Microsoft Word Microsoft Windows G.E.M. Desktop ...and many others.	
MODEL I CONFIGURATION, SUMMING UP [can be a REPEAT SHOT OF THE FINAL SHOT FOR MODEL I CONFIGURATION	MODEL I CONFIGURATION, SUMMING UP To sum up, here is the configuration for the XTRA/286 Model I...
MODEL III CONFIGURATION, SUMMING UP	MODEL III CONFIGURATION, SUMMING UP

VISUAL/SLIDE	AUDIO/NARRATION
[This shot can be a REPEAT SHOT OF MODEL III CONFIGURATION, FINAL SHOT	...and here is the configuration for Model III. Everything that's packaged with Model I -- plus a 30-Mega-byte hard disk and disk controller.
HARDWARE OPTIONS [SHOT can be REPEAT SHOT of THIRD PARTY HARDWARE, although it would be better if the randomly distributed titles of sample hardware products were added to the preceeding shot.	HARDWARE OPTIONS Both Models are compatible with a wide range of hardware options from ITT as well as from third party vendors.
SOFTWARE COMPATIBILITY [This can be REPEAT SHOT OF OPERATING SYSTEM, although it would be ideal if the randomly distributed titles of sample software products were added to the preceeding shot, thus culiminating in one final masterly built shot, showing the complete configuration together with a good sampling of the hardware and software options.	SOFTWARE COMPATIBILITY And both models are compatible with the best selling productivity software in the industry. ITT's XTRA/286. More computer power at lower cost than anything in the market.